

# Monthly Market Detail - September 2017

## Townhouses and Condos

### Sarasota County



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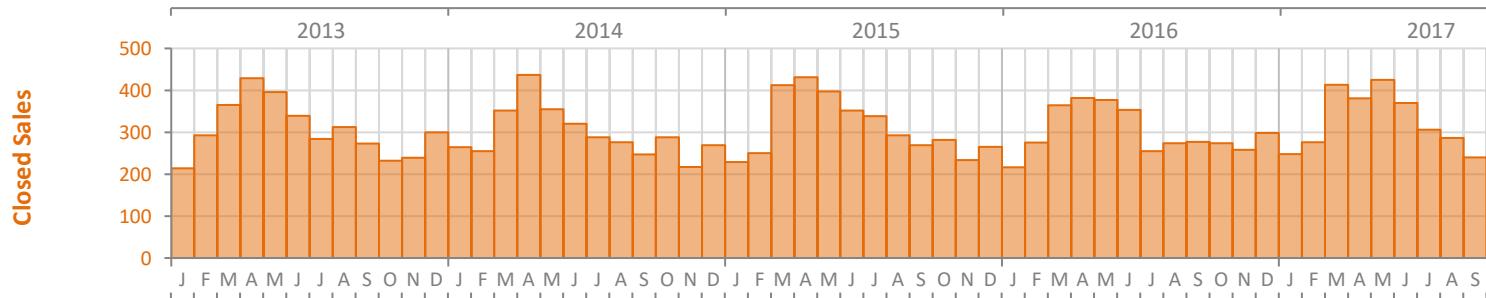
Summary Statistics	September 2017	September 2016	Percent Change Year-over-Year
Closed Sales	240	277	-13.4%
Paid in Cash	135	158	-14.6%
Median Sale Price	\$220,000	\$197,770	11.2%
Average Sale Price	\$314,206	\$277,738	13.1%
Dollar Volume	\$75.4 Million	\$76.9 Million	-2.0%
Median Percent of Original List Price Received	94.2%	94.3%	-0.1%
Median Time to Contract	61 Days	62 Days	-1.6%
Median Time to Sale	110 Days	114 Days	-3.5%
New Pending Sales	185	302	-38.7%
New Listings	282	344	-18.0%
Pending Inventory	400	472	-15.3%
Inventory (Active Listings)	1,404	1,364	2.9%
Months Supply of Inventory	4.5	4.6	-2.2%

## Closed Sales

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
September 2017	240	-13.4%
August 2017	286	4.4%
July 2017	306	20.0%
June 2017	370	4.8%
May 2017	425	12.7%
April 2017	381	-0.3%
March 2017	413	13.5%
February 2017	276	0.4%
January 2017	248	14.8%
December 2016	298	12.5%
November 2016	258	10.3%
October 2016	274	-2.8%
September 2016	277	3.0%



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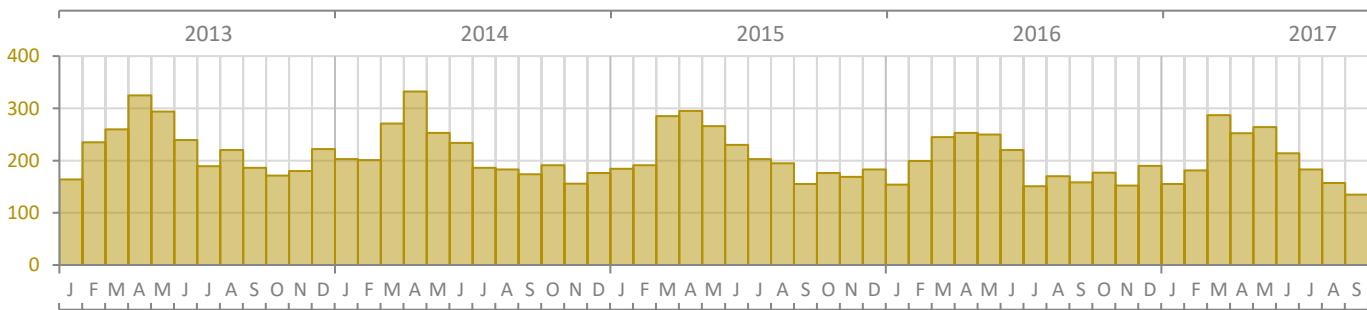


## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
September 2017	135	-14.6%
August 2017	157	-7.6%
July 2017	183	21.2%
June 2017	214	-2.7%
May 2017	264	5.6%
April 2017	252	-0.4%
March 2017	287	17.1%
February 2017	181	-9.0%
January 2017	155	0.6%
December 2016	190	3.8%
November 2016	152	-10.1%
October 2016	177	0.6%
September 2016	158	1.9%



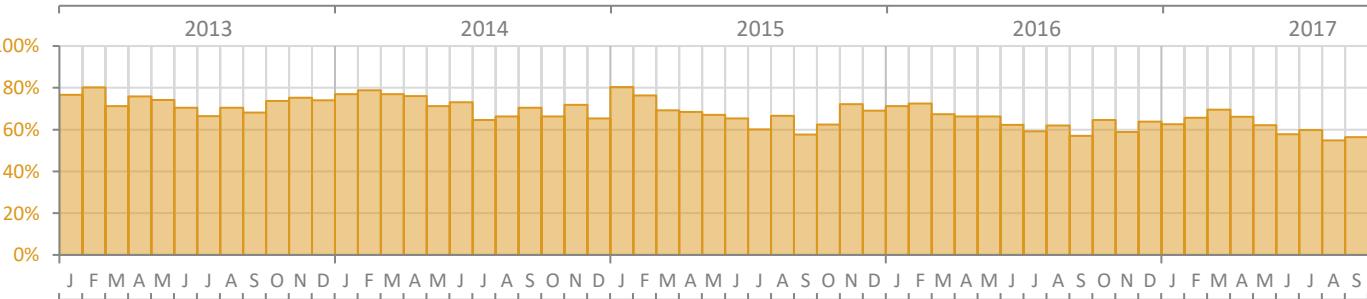
## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
September 2017	56.3%	-1.2%
August 2017	54.9%	-11.5%
July 2017	59.8%	1.0%
June 2017	57.8%	-7.2%
May 2017	62.1%	-6.3%
April 2017	66.1%	-0.2%
March 2017	69.5%	3.3%
February 2017	65.6%	-9.4%
January 2017	62.5%	-12.3%
December 2016	63.8%	-7.7%
November 2016	58.9%	-18.4%
October 2016	64.6%	3.5%
September 2016	57.0%	-1.0%

Pct. of Closed Sales Paid in Cash



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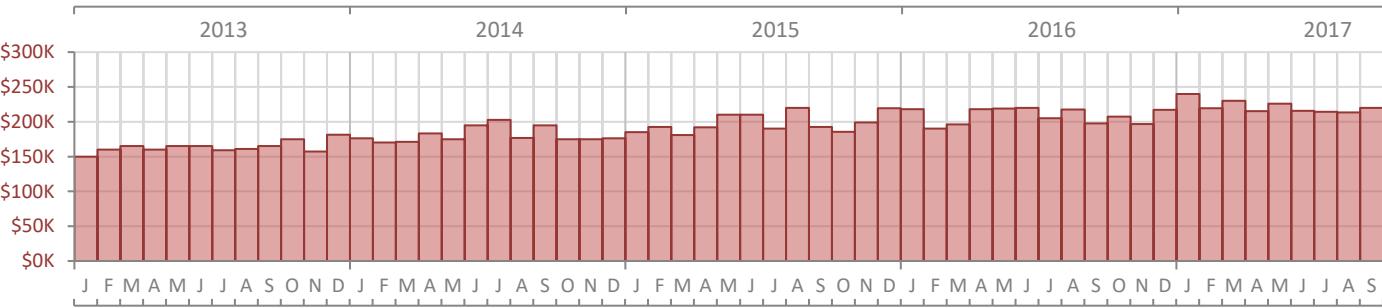
## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
September 2017	\$220,000	11.2%
August 2017	\$213,500	-2.0%
July 2017	\$214,175	4.5%
June 2017	\$215,500	-2.0%
May 2017	\$225,700	3.1%
April 2017	\$215,000	-1.4%
March 2017	\$230,000	17.3%
February 2017	\$219,245	15.4%
January 2017	\$239,900	10.0%
December 2016	\$217,000	-1.1%
November 2016	\$196,500	-1.3%
October 2016	\$207,450	11.8%
September 2016	\$197,770	2.7%

Median Sale Price



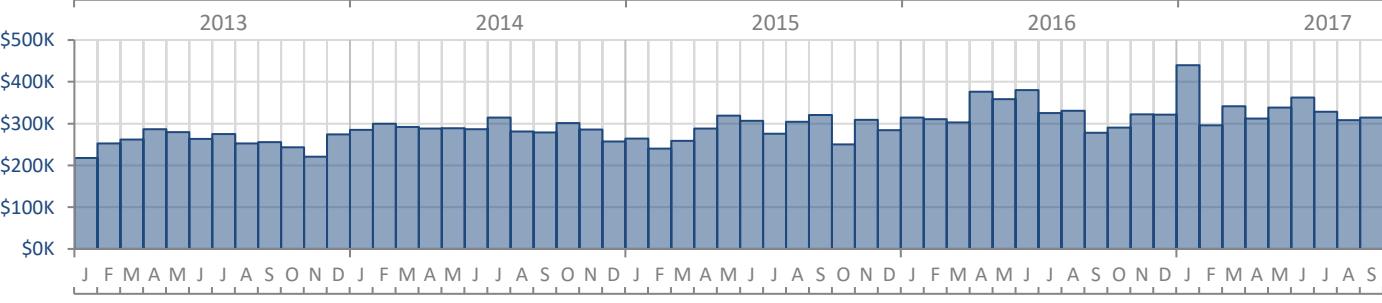
## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
September 2017	\$314,206	13.1%
August 2017	\$308,389	-6.7%
July 2017	\$327,912	0.8%
June 2017	\$362,344	-4.6%
May 2017	\$338,511	-5.5%
April 2017	\$312,361	-16.9%
March 2017	\$341,458	12.8%
February 2017	\$296,029	-4.6%
January 2017	\$439,711	39.7%
December 2016	\$321,329	13.1%
November 2016	\$322,414	4.3%
October 2016	\$290,697	16.2%
September 2016	\$277,738	-13.4%

Average Sale Price



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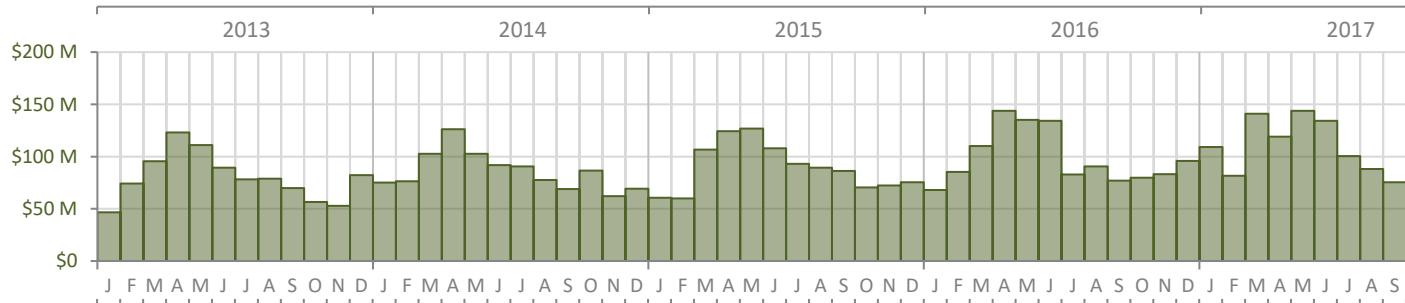
## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
September 2017	\$75.4 Million	-2.0%
August 2017	\$88.2 Million	-2.6%
July 2017	\$100.3 Million	21.0%
June 2017	\$134.1 Million	0.0%
May 2017	\$143.9 Million	6.5%
April 2017	\$119.0 Million	-17.2%
March 2017	\$141.0 Million	28.0%
February 2017	\$81.7 Million	-4.2%
January 2017	\$109.0 Million	60.4%
December 2016	\$95.8 Million	27.2%
November 2016	\$83.2 Million	15.0%
October 2016	\$79.7 Million	12.9%
September 2016	\$76.9 Million	-10.8%

Dollar Volume



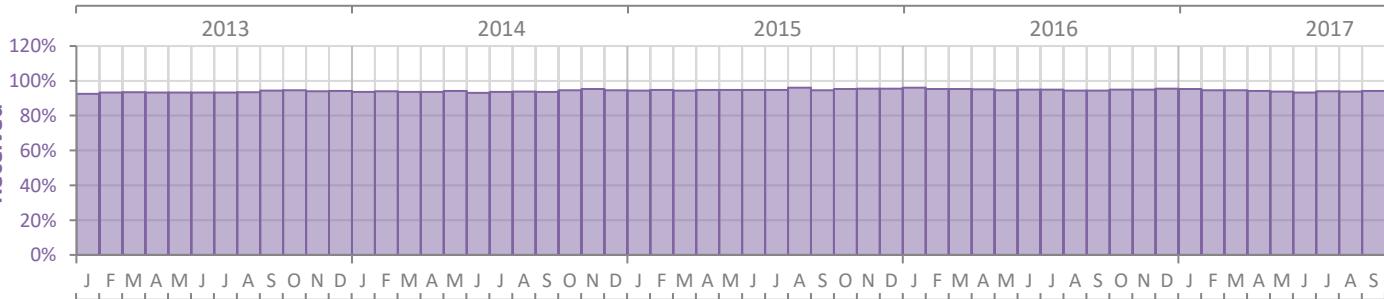
## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
September 2017	94.2%	-0.1%
August 2017	93.9%	-0.4%
July 2017	94.1%	-0.9%
June 2017	93.2%	-1.8%
May 2017	93.8%	-0.7%
April 2017	94.2%	-1.1%
March 2017	94.5%	-0.9%
February 2017	94.6%	-0.7%
January 2017	95.3%	-0.7%
December 2016	95.5%	0.0%
November 2016	95.0%	-0.5%
October 2016	94.9%	-0.5%
September 2016	94.3%	-0.3%

Med. Pct. of Orig. List Price Received



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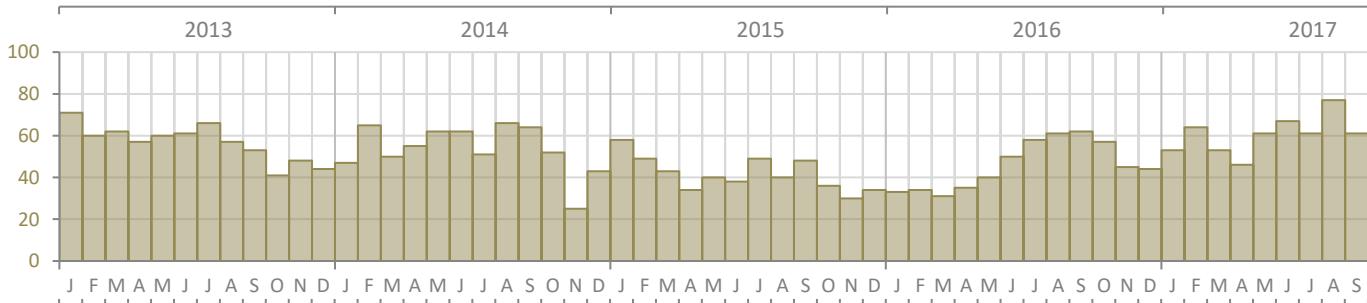
## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
September 2017	61 Days	-1.6%
August 2017	77 Days	26.2%
July 2017	61 Days	5.2%
June 2017	67 Days	34.0%
May 2017	61 Days	52.5%
April 2017	46 Days	31.4%
March 2017	53 Days	71.0%
February 2017	64 Days	88.2%
January 2017	53 Days	60.6%
December 2016	44 Days	29.4%
November 2016	45 Days	50.0%
October 2016	57 Days	58.3%
September 2016	62 Days	29.2%

Median Time to Contract



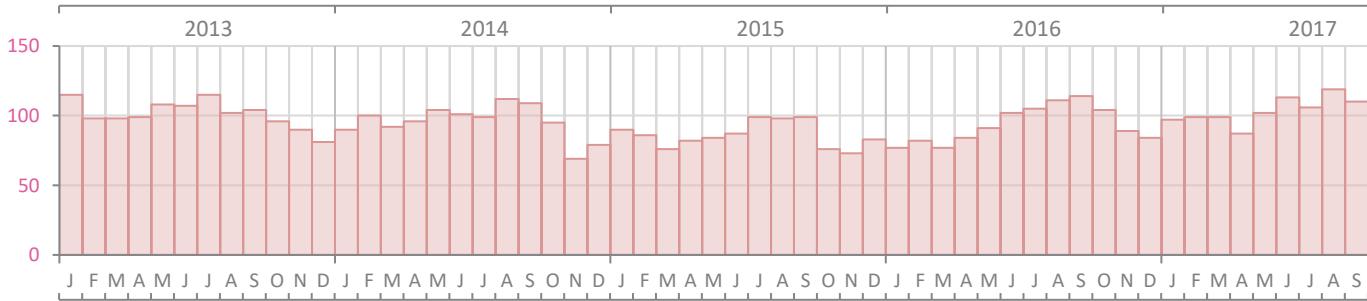
## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. Median Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
September 2017	110 Days	-3.5%
August 2017	119 Days	7.2%
July 2017	106 Days	1.0%
June 2017	113 Days	10.8%
May 2017	102 Days	12.1%
April 2017	87 Days	3.6%
March 2017	99 Days	28.6%
February 2017	99 Days	20.7%
January 2017	97 Days	26.0%
December 2016	84 Days	1.2%
November 2016	89 Days	21.9%
October 2016	104 Days	36.8%
September 2016	114 Days	15.2%

Median Time to Sale



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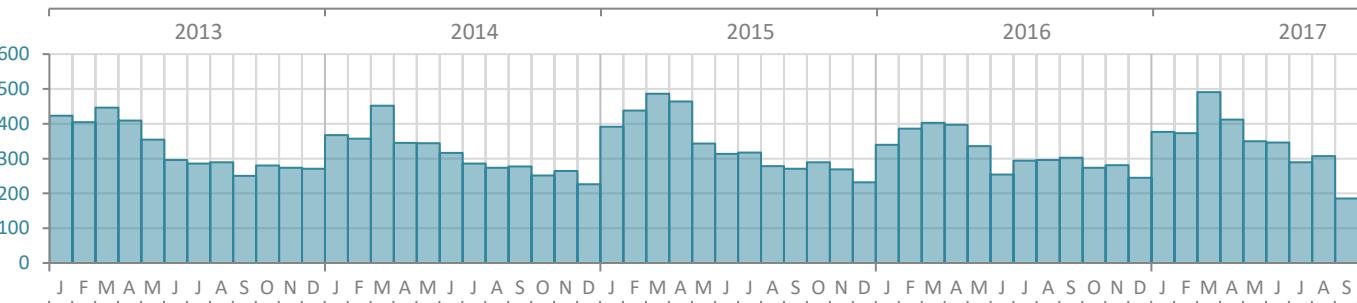
## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
September 2017	185	-38.7%
August 2017	307	3.7%
July 2017	289	-1.7%
June 2017	346	36.2%
May 2017	350	4.2%
April 2017	412	3.8%
March 2017	491	21.8%
February 2017	373	-3.4%
January 2017	377	11.2%
December 2016	245	5.6%
November 2016	281	4.5%
October 2016	274	-5.2%
September 2016	302	11.4%

Pending Sales



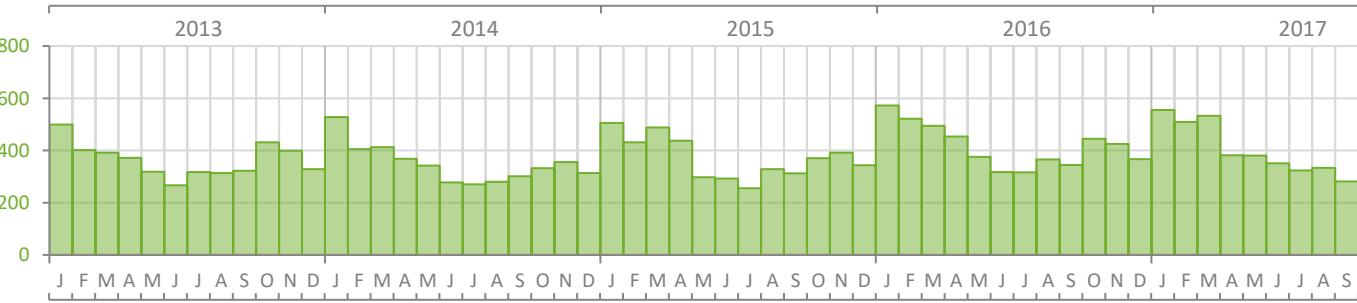
## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
September 2017	282	-18.0%
August 2017	333	-9.0%
July 2017	323	2.2%
June 2017	351	10.7%
May 2017	380	1.3%
April 2017	382	-15.7%
March 2017	533	7.9%
February 2017	509	-2.3%
January 2017	555	-3.0%
December 2016	367	7.0%
November 2016	425	8.7%
October 2016	445	19.9%
September 2016	344	10.3%

New Listings



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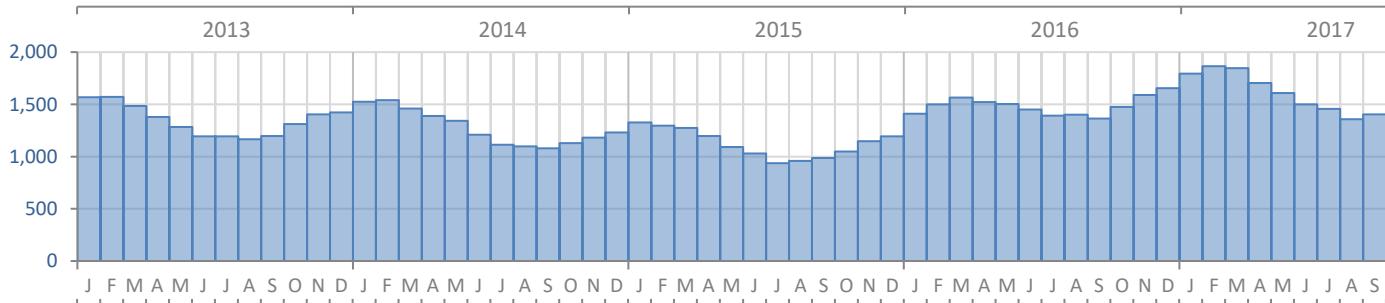
## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
September 2017	1,404	2.9%
August 2017	1,356	-3.2%
July 2017	1,458	4.7%
June 2017	1,499	3.5%
May 2017	1,607	6.8%
April 2017	1,703	12.0%
March 2017	1,845	18.0%
February 2017	1,866	24.3%
January 2017	1,794	27.1%
December 2016	1,654	38.5%
November 2016	1,591	38.8%
October 2016	1,476	41.0%
September 2016	1,364	38.3%

Inventory



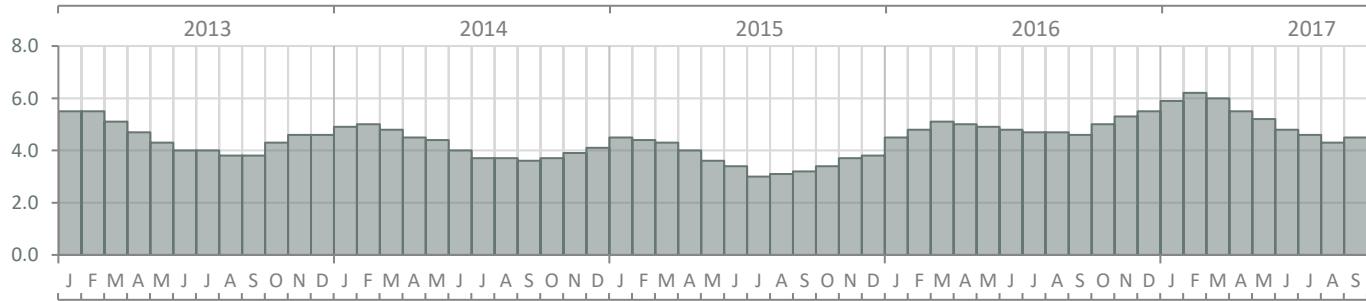
## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
September 2017	4.5	-2.2%
August 2017	4.3	-8.5%
July 2017	4.6	-2.1%
June 2017	4.8	0.0%
May 2017	5.2	6.1%
April 2017	5.5	10.0%
March 2017	6.0	17.6%
February 2017	6.2	29.2%
January 2017	5.9	31.1%
December 2016	5.5	44.7%
November 2016	5.3	43.2%
October 2016	5.0	47.1%
September 2016	4.6	43.8%

Months Supply of Inventory



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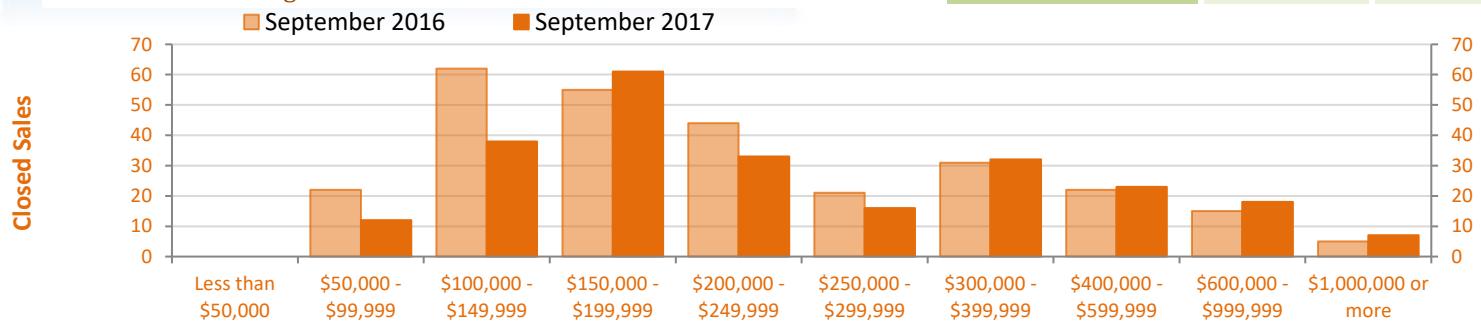
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## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	12	-45.5%
\$100,000 - \$149,999	38	-38.7%
\$150,000 - \$199,999	61	10.9%
\$200,000 - \$249,999	33	-25.0%
\$250,000 - \$299,999	16	-23.8%
\$300,000 - \$399,999	32	3.2%
\$400,000 - \$599,999	23	4.5%
\$600,000 - \$999,999	18	20.0%
\$1,000,000 or more	7	40.0%

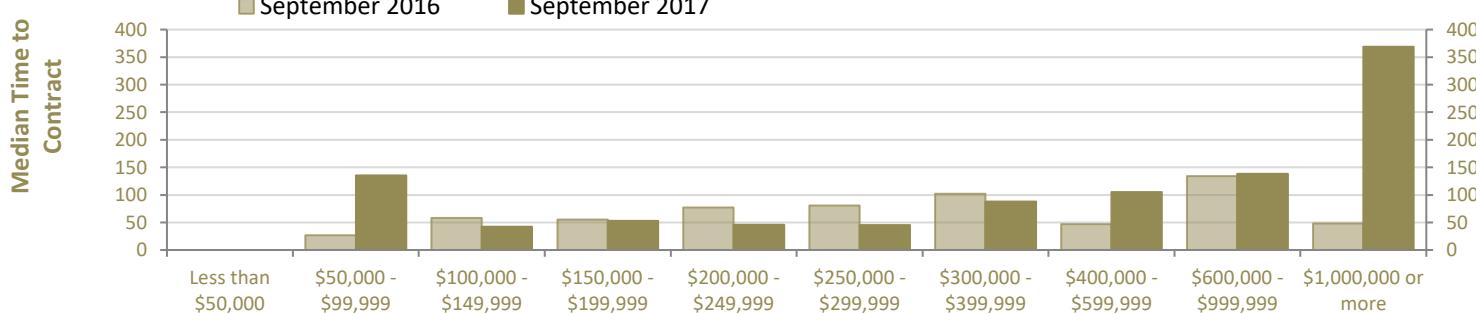


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	135 Days	400.0%
\$100,000 - \$149,999	42 Days	-27.6%
\$150,000 - \$199,999	53 Days	-3.6%
\$200,000 - \$249,999	46 Days	-40.3%
\$250,000 - \$299,999	45 Days	-44.4%
\$300,000 - \$399,999	88 Days	-13.7%
\$400,000 - \$599,999	105 Days	123.4%
\$600,000 - \$999,999	138 Days	3.0%
\$1,000,000 or more	369 Days	668.8%



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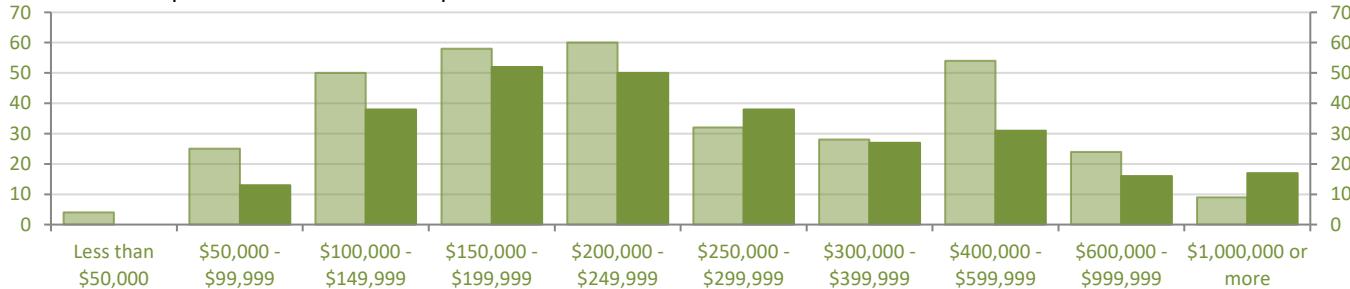
## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	13	-48.0%
\$100,000 - \$149,999	38	-24.0%
\$150,000 - \$199,999	52	-10.3%
\$200,000 - \$249,999	50	-16.7%
\$250,000 - \$299,999	38	18.8%
\$300,000 - \$399,999	27	-3.6%
\$400,000 - \$599,999	31	-42.6%
\$600,000 - \$999,999	16	-33.3%
\$1,000,000 or more	17	88.9%

■ September 2016 ■ September 2017



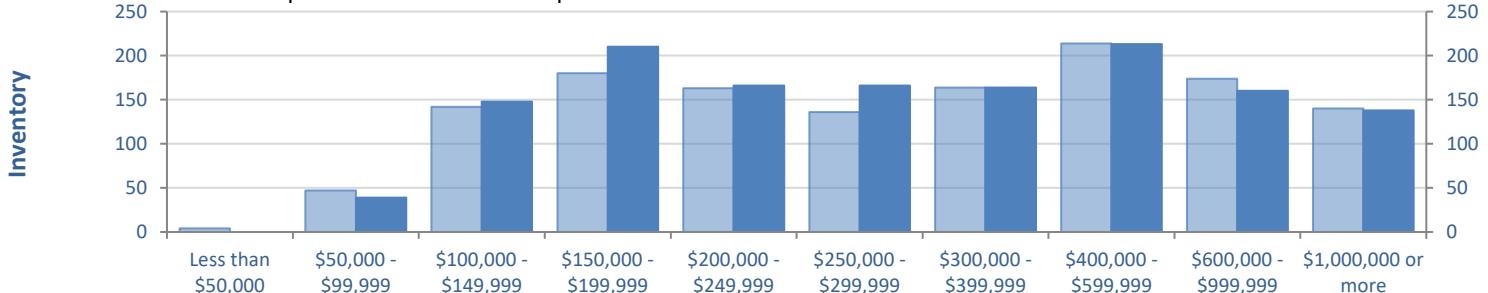
## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	-100.0%
\$50,000 - \$99,999	39	-17.0%
\$100,000 - \$149,999	148	4.2%
\$150,000 - \$199,999	210	16.7%
\$200,000 - \$249,999	166	1.8%
\$250,000 - \$299,999	166	22.1%
\$300,000 - \$399,999	164	0.0%
\$400,000 - \$599,999	213	-0.5%
\$600,000 - \$999,999	160	-8.0%
\$1,000,000 or more	138	-1.4%

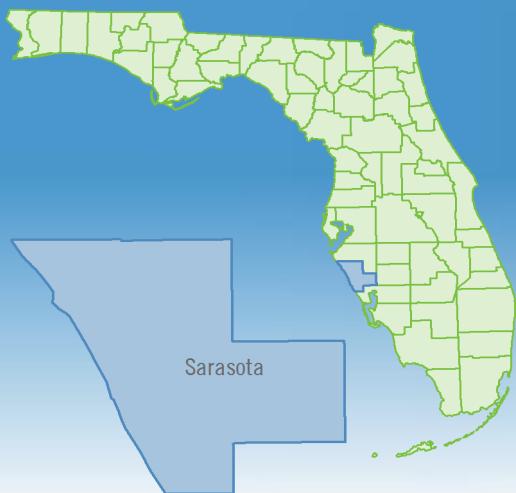
■ September 2016 ■ September 2017



# Monthly Distressed Market - September 2017

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		September 2017	September 2016	Percent Change Year-over-Year
Traditional	Closed Sales	235	266	-11.7%
	Median Sale Price	\$220,000	\$205,000	7.3%
Foreclosure/REO	Closed Sales	4	10	-60.0%
	Median Sale Price	\$168,950	\$157,000	7.6%
Short Sale	Closed Sales	1	1	0.0%
	Median Sale Price	\$387,000	\$110,000	251.8%

